



# DiSC Classic

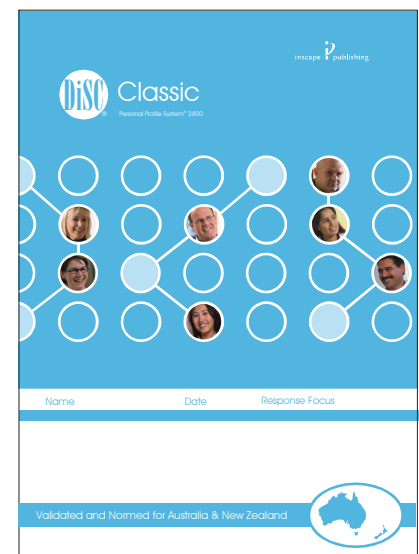
## Improving Communication and Reducing Conflict

With 30 years of proven reliability and over 40 million users, *DiSC® Classic* remains the most trusted learning instrument in the industry. It is used worldwide in dozens of training and coaching applications, including organisational development and performance improvement. Designed to complement and supplement existing training programs, *DiSC Classic* can help improve communication, ease frustration and conflict and develop effective managers and teams. The power of *DiSC Classic* is available on paper and online via the EPIC platform — just choose the response format that best meets your needs.

### Set the Standard for Self-Understanding

DiSC Dimensions of Behaviour provide a non-judgmental language for exploring behavioural issues across four primary dimensions: Dominance, Influence, Steadiness and Conscientiousness.

The result of extensive field research and testing, *DiSC Classic* is the leading DiSC assessment on the market. Scaled to today's diverse workforce, it offers more response format choices and more reliability, setting the standard for behavioural-based learning.



## Bring Out the Best in Your Management Team

*DiSC® Classic* can help employees at all levels

- understand their own behaviour
- learn how and when to adapt their behaviour
- improve communication
- promote appreciation of differences
- enhance individual and team performance
- reduce conflict

## Give Your Sales and Customer Service Teams a Competitive Edge

*DiSC Classic* is proven to help sales professionals

- create and maintain relationship-based sales
- identify their customer's DiSC styles and adapt their selling or support styles accordingly
- stay focused on customer needs
- manage difficult customer service situations

## Related Products

Once your team members are grounded in DiSC, take them to the next level. DiSC Action Planners are designed to help sales, customer service, management and telephone professionals think through and develop plans for achieving desired results with specific people. Contact Fortuna International Inscape, Publishing's International Distributor for New Zealand for details.

## Inscape Publishing

The power to transform individuals, teams, organisations. Inscape pioneered the original DiSC learning instrument over three decades ago. Today, they continue to create innovative products and services that inspire, energise and empower individuals. Available in 21 languages in over 50 countries, their extensively researched, time-tested resources create the opportunity for transformational experiences. They have helped more than 40 million people develop a deeper understanding of themselves and their relationships, discover their potential and realise greater success.

Fortuna International Ltd ☐

PO Box 331089 ☐

TAKAPUNA 1309 ☐

Ph: (09) 488 7447 ☐

Fax: (09) 488 0040 ☐

Email: [orders@fortunaintl.co.nz](mailto:orders@fortunaintl.co.nz) ☐